



## Press & Media Release

Rajkot, October 19<sup>th</sup> 2021

### Add-Shop E-Retail proclaims stellar performance for Q2FY22

Add-Shop E-Retail Limited (BSE Code: ASRL | 541865 | INE01B501018), one of the country's first companies to promote organic farming and produce organic farm goods, today released results for Q2FY22.

#### Financial Performance

Q2FY22 recorded the greatest-ever quarterly performance to date in terms of Revenue from Operations and Profit after Tax. Revenue from Operations stood at ₹389.74 million in Q2FY22, up 153% Y-o-Y and 25% Q-o-Q. Subsequently, Profit before Tax stood at ₹56.38 million in Q2FY22, an increase of 236% Y-o-Y and 27% Q-o-Q. Stellar performance by the company on increase in the Revenue in H1FY22 which stood at ₹7016.92 million than H1FY21 which was at ₹2575.84 million. The Company recorded the highest-ever quarterly Profit after Tax of ₹45.99 million, an advance of 271% Y-o-Y and 29% Q-o-Q. At the same time, PAT margins stood at 11.80% in Q2FY22 compared to 11.41% in Q1FY22 and 8.50% in Q2FY21, an advance of 330 bps and 39 bps, respectively. Furthermore, H1FY22 had a remarkable EPS of 7.02, which marks for a prominent upcoming.

Particulars	H1FY22	Q2FY22	Q1FY22	H1FY21	Q2FY21	Y-o-Y %	H-o-H %	Q-o-Q %
Revenue	701.692	389.747	311.945	257.584	153.9	153%	172%	25%
PBT	100.703	56.382	44.321	28.654	16.8	236%	251%	27%
PBT Margins (%)	14.35%	14.47%	14.21%	11.12%	11%	347 bps	323 bps	26 bps
PAT	81.584	45.993	35.592	21.165	12.4	271%	285%	29%
PAT Margins (%)	11.62%	11.80%	11.41%	8.21%	8.50%	330 bps	341 bps	39 bps
EPS	7.201	4.06	3.14	1.87	1.09	272%	285%	29%

#### Operational Performance

As numbers propose we've experienced elevation in the revenue. Starting with sky rocketing demand, Company is certain about the exporting its products, furthermore aiding an escalation in the revenue and thickening its market size. In the last quarter Company had a Capex of 2 crore, which assisted in increasing the existing production capacity by 5 times. Additionally, company has applied for food license 'Fssai', to establish food production into its portfolio. Adding to the list, the Company has applied for G2 and G3 license, giving them an edge in trade and market. The Company is dedicated in invigorating by making advancement in its structure, production, finances and investments and holistic approach in expanding.

Going further, the Company is determined to launch mineral based food produce for Animals. Minerals being very essential for animals and not so effortlessly available due to lack of it in local soil composition makes it a rare component. By making mineral based food for animals and organic produce for farmers, the company is making sure of a healthy environment. The Company has seen a lot of stimulation in its demand and returns in new additions to which it has decided to expand its product range by 15-20 items. Lastly, the Company is going to indulge in Paraben free and SIs free products, giving an edge in boosting up sales and serving clients with the finest.



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### Key Updates on Q2 2021-2022

- Migration of packaging in line with brand new architecture underway.
- High focus on safety betwixt the second wave of COVID-19.
- Vaccination operation conducted for team members.
- Addition of mineral based food produce for Animals.
- Introduction of Paraben free and SIs free products.
- Focus on continued supply chain and logistics betwixt lockdown limitations.
- New machinery set up for establishing food production.

### Management Commentary

**Announcing the results, Dineshbhai Pandya, Promoter and Managing Director, Add-Shop E-Retail Ltd, said**

*India has witnessed an erratic monsoon this year, but with its revival, we can expect the agricultural activities to pick up pace. With the past experiences we were able to embark upon the new challenges in a robust manner. The past Quarter has been great and we've experienced shoot up in the revenue by 25%. While reflecting upon the journey, I always think about how we have constructed credible foundation over the years, which has validated us to meet challenges and convert it into opportunities along with being pliable to the changing dynamics. We at Add-shop E-Retail are dedicated to accomplish our goals in any given plight. Throughout it all, I'm thrilled that Add-shop E-Retail and its employees were proficient in some advanced key developments. Going forward, we will continue to focus upon leveraging opportunities by making investments in new product introduction, manufacturing, R&D and automation. The Company's projects are progressing well and outlook for Q3 is positive.*

### About Add-Shop E-Retail Limited

Add-shop E-Retail, founded in 2015, has been fulfilling the transpiring healthcare needs of abundance. Goal is to produce and supply finest in globe ayurvedic, personal care, and agricultural products. Add-shop has been contributing exceptionally to India's evolving animal feed supplement market. While keeping product quality as a priority Add-shop has always had an edge in this competitive age of medications and dietary supplements by fulfilling nutrition gap with Ayurvedic products.

With its upcoming plan of action company will strive to fulfil product requirements of varied geographies. New manufacturing facility located at xx, will aid in scaling up production and to attain this, company will gear up its network with over 6500 plus distributors and 525 plus franchises across the country.

Back in 2015, company started with an iota amount of goods two being in Agricultural and eight in further categories, although with time company has expanded with bunch of offerings to 120 items and many more to be added. The Company has build its credibility amongst its stakeholders and have kept its commitments. Furthermore, the vast majority of the goods are protected by trademarks, registrations, and patents.



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### Integral Foundation Structure

- Human Resource Development
- Resource Administration
- Team Control
- Advanced Technology
- Women Empowerment
- System Direction
- Business Investment

### About Organic Products

About 20 years ago, Add-Shop E-Retail was a pioneer in coaxing the government about organic farming. The aim behind this theory is to diminish the extensive use of chemical fertilizers and pesticides in Indian agriculture and divert farmers to Organic farming, which upgrades farmers profitability while remarkably diminishing Import bill of our country. Organic farming helps in improving soil quality, reducing pollution in environment, and preventing from fatal diseases. With this care for Mother Nature in Mind, Company is producing and distributing superior quality organic agricultural goods and organic cow feed products to farmers. The Company was one of the major contributors who helped Government draft entire organic policy.

Today, over 44,000 families are involved in this self-employment generating activity of spreading health to everyone, thanks to more than 75,000 Authorized Distributors who have a presence in more than 25 states throughout the country.

There are about 12,000 franchisees and over 1200 locations in the Company. FDA, HACCP, GMP, ISO 9001: 2008, ECOCERT, and KVIC (Khadi and Village Industries Commission, Government of India) certified. In addition, the Company offers unique contract facilities. This way it follows hybrid model.

### **Dineshbhai Pandya**

Managing Director

Add-Shop E-Retail Limited

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## SAFE HARBOUR

*Certain matters discussed in this Document may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Document. The Company assumes no obligation to update any forward-looking information contained in this Document. Any forward-looking statements and projections made by third parties included in this Document are not adopted by the Company and the Company is not responsible for such third-party statements and projections.*